

261—7.21(260F) Application scoring criteria.

7.21(1) The criteria used for scoring 260F business applications and the points for each criteria are as follows:

- a.* More than 50 percent of the business's sales are out of state, 5 points.
- b.* More than 50 percent of the business's operating expenditures are spent within the state of Iowa, 5 points.
- c.* The number of the business's in-state competitors is low, 5 points.
- d.* The business's products have increased or will increase the business's customer base in Iowa, 5 points.
- e.* The business's products have resulted in or will result in a decrease in the importation of foreign-made goods into the USA, 5 points.
- f.* The majority of the business's suppliers are located in Iowa, 5 points.
- g.* The business's current products help diversify Iowa's economy, 5 points.
- h.* The business indicates the potential for future growth and product diversification, 5 points.
- i.* The business's average wage rate for all employees is above the average wage rate in the county or region where the business is located, 5 points. "Region" is the service delivery area as defined in Iowa Code section 84B.2.
- j.* The business provides employee health insurance and other benefits, 5 points.
- k.* The majority of the business's employees are employed full-time, 5 points.
- l.* New skills which employees acquire from the training program will increase the marketability of their skills, 10 points.
- m.* The application has established the business's need for training, 10 points.
- n.* The 260F cost of training per employee does not exceed comparable costs for training at a state of Iowa community college or university, 5 points.
- o.* The business's contribution to the training project is above the minimum program match requirement, 5 points.
- p.* The application documents that all considerations, including funding required to begin the training project, have been addressed, 5 points.
- q.* The application establishes a positive training impact on the business's ability to survive, 10 points.

To be funded, applications must receive a minimum score of 65 out of 100 points and meet all other applicable eligibility criteria.

7.21(2) The criteria used for scoring a department-sponsored business network or community college business consortium or community college-sponsored business network application, and the points for each criterion are as follows:

- a.* The training will have a positive impact on the skills, knowledge and abilities of trainees, 29 points.
- b.* The training will help improve the competitive stance of participating businesses or the industry for which training is being provided, 28 points.
- c.* The training will result in economic benefits for the state, 28 points.
- d.* The average of the average wage rates for the businesses participating in the project is above the state average wage rate, which will be computed using the current county average wage rates, 10 points.
- e.* The project cost of training per employee does not exceed comparable costs for training at a state of Iowa community college or university, 5 points.

To be funded, applications must receive a minimum score of 65 out of 100 points and meet all other applicable eligibility criteria. Department-sponsored business network applications which receive a minimum score of 65 out of 100 points will be referred to the IDED board for approval.

7.21(3) The criteria used for scoring a community college-sponsored high technology apprenticeship or a department-sponsored high technology apprenticeship application and the points for each criterion are as follows:

- a.* The application represents high technology area training, 20 points.

b. The application shall identify the occupation or occupations for which training will be provided from the list of occupations in the Iowa workforce development annual wage survey. The most recent Iowa workforce development Iowa statewide wage survey average wage rate for the occupation(s) as identified shall be compared to the lowest of the average wage rate for the county or region where the training is to be provided. Ten points will be awarded if the wage rate for the occupation(s) exceeds the lowest of the average wage rates for the county or region. If the program will be providing training for more than one occupation or be conducted in more than one location, the points shall be awarded on a prorated basis by occupation and location. "Region" is the service delivery area as defined in Iowa Code section 84B.2.

c. New skills which employees acquire from the training program will increase the marketability of successful program participants, 20 points.

d. The application has established the need for training, 20 points.

e. The cost of training per trainee does not exceed comparable costs for training at a state of Iowa community college or university, 5 points.

f. The application documents that all considerations, including funding required to begin the training project, have been addressed, 10 points.

g. The application establishes a positive impact on the state's workforce competitiveness, 15 points.

To be funded, applications must receive a minimum score of 65 out of 100 points and meet all other applicable eligibility criteria. Department-sponsored high technology apprenticeship applications which receive a minimum score of 65 out of 100 points will be referred to the IDED board for approval.

7.21(4) The criteria used for scoring a community college entrepreneurial training application and the points for each criterion are as follows:

a. The knowledge attained by the individuals who attend this training will increase their ability to successfully maintain or establish a small business enterprise in the state, 23 points.

b. The state of Iowa will realize economic benefits as a result of providing this training, 23 points.

c. The businesses that are maintained or established will increase employment opportunities for the state's workforce, 22 points.

d. The higher the percentage of businesses or potential businesses participating in training that can be classified as information technology, advanced manufacturing or life sciences, the more points will be awarded, up to a maximum of 22 points.

e. The average wages that are or will be paid by the businesses participating in this training are or will be above the state average wage rates, 5 points.

f. The cost of this training does not exceed comparable costs for such training at a state of Iowa community college or university, 5 points.

To be funded, applications must receive a minimum score of 65 out of 100 points and meet all other applicable eligibility criteria.